

Message Text

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PAGE 01 MONTRE 00849 262030Z

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 W

-----270941Z 062896 /23

R 261848Z MAY 77

FM AMCONSUL MONTREAL

TO SECSTATE WASHDC 9010

INFO AMEMBASSY OTTAWA

AMCONSUL QUEBEC

UNCLAS MONTREAL 849

E. O. 11652: N/A

TAGS: BGEN, CA

SUBJ: MONTREAL COMMERCIAL VENTURES

1. AMERICAN MOTORS CORP. HAS ENTERED INTO LICENSING AGREEMENT WITH BOMBARDIER - MLW LTD. OF MONTREAL FOR POSSIBLE PRODUCTION OF AMERICAN MOTORS GENERAL TRANSIT BUSES IN CANADA. LICENSING AGREEMENT WAS ENTERED INTO SO THAT AM AND BOMBARDIER COULD SUBMIT JOINT BID FOR PRODUCTION OF 12 BUSES, WITH TOTAL VALUE BETWEEN DOLS 85 - 95 MILLION, FOR MONTREAL URBAN COMMUNITY AND SOUTH SHORE CITIES.

2. OFFICIAL OF BOMBARDIER TOLD CONSULATE THAT PRODUCTION OF AM BUSES WILL PROBABLY OCCUR ONLY IF FIRM IS SUCCESSFUL IN LANDING MUC - SOUTH SHORE CONTRACT AS OTHER POSSIBILITIES FOR SALE OF BUSES IN CANADA ARE SPARESE AT PRESENT.

3. OTHER FIRMS BIDDING, OR EXPECTED TO BID, ON THE MONTREAL AREA TENDER INCLUDE GENERAL MOTORS, BRITISH LEYLAND, THE GERMAN FIRM MAN, & SAVIEM OF FRANCE. BIDS ARE TO BE OPENED IN JULY. IN ORDER FOR TRANSIT COMMISSIONS TO QUALIFY FOR SUBSIDIES FROM QUEBEC GOVERNMENT ON PURCHASE OF BUSES, 40 O/O OF MANUFACTURING MUST BE DONE IN QUEBEC. BUS REQUIREMENTS FOR MONTREAL COMMUNITY WERE GROUPED IN POOL CONTRACT THIS TIME IN ORDER TO ATTRACT MORE BIDDERS AND INCREASE QUEBEC CONTENT ON UNCLASSIFIED

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THEORY THAT MANUFACTURERS WOULD BE MORE LIKELY SET UP QUEBEC BUS FACTORY FOR LARGE ORDER.

4. OTHER COMMERCIAL NEWS IN MONTREAL AREA INCLUDED ANNOUNCEMENT TODAY THAT SNC, A MONTREAL BASED ENGINEERING FIRM, HAD BEEN AWARDED DOLS 100 MILLION CONTRACT BY SAUDI ARABIA FOR A RURAL ELECTRIFICATION PROGRAM. ON MAY 20, NORTHERN TELECOM, LTD.

OF MONTREAL ANNOUNCED THAT IT HAD SIGNED DOLS 170 MILLION FIVE YEAR
CONTRACT WITH TURKISH POST, TELEPHONE, & TELEGRAPH ADMINISTRA-
TION TO SUPPLY TELECOMMUNICATION EQUIPMENT AND SERVICES. A 51 O/O
OWNED TURKISH SUBSIDIARY OF NORTHERN TELECOM IS EXPECTED TO
SUPPLY AN ADDITIONAL DOLS 250 MILLION OF EQUIPMENT AND SERVICES.
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Disposition Approved on Date:
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